

Message Text

UNCLASSIFIED

PAGE 01 MADRID 05587 111642Z

46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 111537Z AUG 75
FM AMEMBASSY MADRID
TO SECSTATE WASHDC 2700
INFO USDOC WASHDC
AMCONSUL BARCELONA
AMCONSUL BILBAO

UNCLAS MADRID 5587

E.O. 11652: N/A

TAGS: BEXT SP

SUBJ: EMR: BUILDING PRODUCTS AND CONSTRUCTION EQUIPMENT

REF: A. STATE A-4607; B. MADRID 5017

1. AS REQUESTED IN REF A. POST DISTRIBUTED SPECIFICATIONS FOR SUBJECT GMR TO SIX LOCAL RESEARCH FIRMS. ONE BID RECEIVED FROM ALLEN ANDERSON AND ASSOCIATES (FORMERLY SPANISH ADVISORY SERVICE).
2. ANDERSON BID, PRICED AT 290,000 PESETAS (APPROX. \$5,000), STATES MINIMUM THIRTY PERSONAL INTERVIEWS DISTRIBUTED AS FOLLOWS: CONSTRUCTION CONTRACTORS 8, SPENGIAL TRADE CONTRACTORS 3, MANUFACTURERS 6, CONSULTING ENGINEERS 4, DISTRIBUTOROS AND REPRESENTATIVES 4, GOVERNMENT OFFICIALS 3, AND TRADE ASSOCIATIONS 2. INTERVIEWS WILL BE CONDUCTED IN MADRID, BILBAO AND SAN SEBASTIAN (LATTER TWO ARE MANUFACTURING CENTERS FOR CONSTRUCTION EQUIPMENT).
3. MEMBER OF STAFF PROPOSED FOR THIS STUDY HAS BEEN CONSULTANT OR SUPERVISOR ON CONSTRUCTION AND AREA DEVELOPMENT PROJECTS IN VENEZUELA, LIBERIA, PERU AND LIBYA.
4. ANDERSON (SPANISH ADVISORY SERVICE) HAS COMPLETED FOLLOWING GMR STUDIES FOR COMMERCE: METAL WORKING AND FINISHING EQUIPMENT; FOOD PROCESSING AND PACKAGING EQUIPMENT;
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AIR AND WATER PURIFICATION AND POLLUTION CONTROL EQUIPMENT;

LABORATORY INSTRUMENTS AND BUSINESS EQUIPMENT AND SYSTEMS.
IS CURRENTLY DOING GMR ON COMMUNICATIONS EQUIPMENT AND SYSTEMS
FOR COMMERCE.

5. EMBASSY RECOMMENDS CONTRACT FOR SUBJECT STUDY BE AWARDED
TO ANDERSON BASED ON STRONG EXPERIENCE OF ENGINEER TO WORK
ON STUDY AND HIGH QUALITY GMR STUDIES ALREADY COMPLETED
BY FIRM.
STABLER

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NNN

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